

## News Release

### **Avanade Acquires Concert, an Italian Supplier of Microsoft Dynamics 365 and AX Solutions**

*Additional expertise and capabilities will benefit organizations seeking to drive efficiencies, improve productivity and make better business decisions*

**SEATTLE and MILAN; May 5, 2020** – Avanade, the leading digital innovator on the Microsoft ecosystem, today announced its acquisition of Concert, a provider of [Microsoft Dynamics 365](#) and AX solutions based in Milan, Italy. Concert's team of more than 100 experts brings deep industry expertise in creating ERP and CRM solutions, particularly for the [retail](#) and [manufacturing](#) sectors. The financial terms of the transaction were not disclosed.

With a modular approach focused on flexibility and personalization, Concert has a long-standing reputation for helping businesses drive smarter decision making through the implementation of Dynamics 365 and AX. In joining Avanade, Concert clients will now have access to additional digital transformative services to support building out cloud capabilities and creating a more agile business. This is increasingly relevant in today's world as businesses look to re-establish business continuity, develop additional revenue streams, optimize costs and realize business efficiencies.

Through this acquisition, Avanade will enhance its Microsoft Dynamics 365 capabilities, creating a specialist pool of more than 300 professionals with expertise in ERP, CRM and digital marketing. These skills will help the business tailor offerings to priority sectors, such as manufacturing, retail, utilities and those most affected by the current COVID-19 crisis. The company will also bolster its presence across Italy, with the addition of Concert's offices in three new cities – Padova, Bologna and Perugia – providing better support for clients locally and enabling future growth.

"Concert is joining our growing Avanade family at a time when we're focused on helping clients navigate an unprecedented time of change," said Pamela Maynard, chief executive officer of Avanade. "Microsoft Dynamics is a key enabler of accurate and quick decision making, which will be critical as organizations look to build resilience for the future. I'm looking forward to the contributions that Concert will make as we continue to leverage the Microsoft ecosystem together."

"I am extremely proud of the company we have built. Today's announcement allows us to embark on a new evolutionary path for our business, a business that will be even stronger together with Avanade," said Ilio Sanguin, president of Concert. "We will continue to offer our customers the competence and dedication that have characterized our growth and success. Added to this will be the ability to provide access to the full range of digital technologies and business solutions offered by Avanade."

This is the second Microsoft Dynamics 365 acquisition for Avanade in the last eight months. In October 2019, the company acquired Alnamic, a leader in industry specific solutions based on Microsoft Dynamics 365 and AX based in Germany. Also, in March 2020, Avanade acquired Altius, a leading data and AI solutions provider with a presence in the UK and The Netherlands.

#### **About Avanade**

Avanade is the leading provider of innovative digital and cloud services, business solutions and designed experiences on the Microsoft ecosystem. Our professionals bring bold, fresh thinking combined with technology, business and industry expertise to help make a human impact on our clients, their customers and their employees. We are the power behind the Accenture Microsoft Business Group, helping companies to engage customers, empower employees, optimize operations and transform products, leveraging the Microsoft platform. Avanade has 38,000 professionals in 25 countries, bringing clients our best thinking through a collaborative culture that honors diversity and reflects the communities in which we operate. Majority owned by Accenture, Avanade was founded in 2000 by Accenture LLP and Microsoft Corporation. Learn more at [www.avanade.com](http://www.avanade.com).

#### **Forward-Looking Statements**

Except for the historical information and discussions contained herein, statements in this news release may constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Words such as “may,” “will,” “should,” “likely,” “anticipates,” “expects,” “intends,” “plans,” “projects,” “believes,” “estimates,” “positioned,” “outlook” and similar expressions are used to identify these forward-looking statements. These statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those expressed or implied. For a discussion of risks and actions taken in response to the coronavirus (COVID-19) pandemic, see “Our results of operations have been adversely affected and could in the future be materially adversely impacted by the coronavirus pandemic (COVID-19)” under Item 1A, “Risk Factors” in Accenture plc’s Quarterly Report on Form 10-Q for the quarterly period ended February 29, 2020. Many of the following risks, uncertainties and other factors identified below are, and will be, amplified by the coronavirus pandemic (COVID-19). These risks include, without limitation, risks that: the transaction might not achieve the anticipated benefits for Accenture; Accenture’s results of operations have been adversely affected and could in the future be materially adversely impacted by the coronavirus pandemic (COVID-19); Accenture’s results of operations could be adversely affected by volatile, negative or uncertain economic and political conditions and the effects of these conditions on the company’s clients’ businesses and levels of business activity; Accenture’s business depends on generating and maintaining ongoing, profitable client demand for the company’s services and solutions including through the adaptation and expansion of its services and solutions in response to ongoing changes in technology and offerings, and a significant reduction in such demand or an inability to respond to the evolving technological environment could materially affect the company’s results of operations; if Accenture is unable to keep its supply of skills and resources in balance with client demand around the world and attract and retain professionals with strong leadership skills, the company’s business, the utilization rate of the company’s professionals and the company’s results of operations may be materially adversely affected; Accenture could face legal, reputational and financial risks if the company fails to protect client and/or company data from security breaches or cyberattacks; the markets in which Accenture operates are highly competitive, and Accenture might not be able to compete effectively; changes in Accenture’s level of taxes, as well as audits, investigations and tax proceedings, or changes in tax laws or in their interpretation or enforcement, could have a material adverse effect on the company’s effective tax rate, results of operations, cash flows and financial condition; Accenture’s profitability could materially suffer if the company is unable to obtain favorable pricing for its services and solutions, if the company is unable to remain competitive, if its cost-management strategies are unsuccessful or if it experiences delivery inefficiencies; Accenture’s results of operations could be materially adversely affected by fluctuations in foreign currency exchange rates; as a result of Accenture’s geographically diverse operations and its growth strategy to continue to expand in its key markets around the world, the company is more susceptible to certain risks; Accenture’s business could be materially adversely affected if the company incurs legal liability; Accenture’s work with government clients exposes the company to additional risks inherent in the government contracting environment; if Accenture is unable to manage the organizational challenges associated with its size, the company might be unable to achieve its business objectives; Accenture’s ability to attract and retain business and employees may depend on its reputation in the marketplace; if Accenture does not successfully manage and develop its relationships with key alliance partners or fails to anticipate and establish new alliances in new technologies, the company’s results of operations could be adversely affected; Accenture might not be successful at acquiring, investing in or integrating businesses, entering into joint ventures or divesting businesses; if Accenture is unable to protect or enforce its intellectual property rights or if Accenture’s services or solutions infringe upon the intellectual property rights of others or the company loses its ability to utilize the intellectual property of others, its business could be adversely affected; Accenture’s results of operations and share price could be adversely affected if it is unable to maintain effective internal controls; changes to accounting standards or in the estimates and assumptions Accenture makes in connection with the preparation of its consolidated financial statements could adversely affect its financial results; many of Accenture’s contracts include fees subject to the attainment of targets or specific service levels, which could increase the variability of the company’s revenues and impact its margins; Accenture might be unable to access additional capital on favorable terms or at all and if the company raises equity capital, it may dilute its shareholders’ ownership interest in the company; Accenture may be subject to criticism and negative publicity related to its incorporation in Ireland; as well as the risks, uncertainties and other factors discussed under the “Risk Factors” heading in Accenture plc’s most recent annual report on Form 10-K

and other documents filed with or furnished to the Securities and Exchange Commission. Statements in this news release speak only as of the date they were made, and Accenture undertakes no duty to update any forward-looking statements made in this news release or to conform such statements to actual results or changes in Accenture's expectations.